

Message Text

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41

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 COME-00 SP-02 CIAE-00 INR-07

NSAE-00 L-03 STR-04 TRSE-00 /030 W

----- 083759

R 180920Z DEC 75

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 5708

LIMITED OFFICIAL USE KINSHASA 10803

DEPT PASS COMMERCE

E.O. 11652: N/A

TAGS: ECON, EINV, ETRD, CG

SUBJ: PHARMACEUTICAL SECTOR - STATUS REPORT

REF: KINSHASA 10159

1. REPRESENTATIVES OF WARNER-LAMBERT AND BAYER, TWO OF NOW FIVE COMPANIES (OTHERS ARE HOECHST, SPECIA AND CIBA-GEIGY) OFFERED OPPORTUNITY OF IMPORTING PHARMACEUTICAL PRODUCTS INTO ZAIRE FOR THE ACCOUNT OF GOZ PHARMACEUTICAL OFFICE DCMP (SEE PARA 3 REFTEL), TOLD EMBOFF THAT GOZ CLEARLY DODGING ISSUE OF MAKING FOREIGN EXCHANGE AVAILABLE TO PAY OUTSTANDING BILLS OF FORMER IMPORTERS. THEY SAY ALL FIVE REFUSING TO COOPERATE UNTIL SOME MOVEMENT TAKES PLACE ON PAYMENT FRONT. THUS NO MOVEMENT TO DATE ON SUPPLYING COMMERCIAL SECTOR.

2. INTERESTING CONTRAST IS INSTITUTIONAL SECTOR. NEW DIRECTOR OF DCMP FOR INSTITUTIONAL PURCHASES CAME TO EMBASSY DECEMBER 17 TO PRESENT TRADE OPPORTUNITY FOR ADVERTISEMENT IN US. GIST IS THAT DCMP-INSTITUTIONAL TO GET TEN MILLION DOLLAR PHARMACEUTICAL SUPPLY BUDGET IN 1976. TERMS WILL BE PAYMENT IN DOLLARS UPON EMBARKATION. T.O. FOLLOWS.

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3. ONE RAY OF SUNSHINE ON U.S. INVESTMENT SIDE IS GOZ POLICY REVERSAL WHICH NOW PERMITS WARNER-LAMBERT TO SELL

LOCALLY MANUFACTURED PHARMACEUTICAL PRODUCTS DIRECTLY TO
COMMERCIAL PHARMACIES. HITHERTO, THEY HAD BEEN RESTRICTED
TO SELLING TO DCMP WHICH, IN TURN, WAS NOT RPT NOT MAKING
ANY ORDERS.
CUTLER

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Message Attributes

Automatic Decaptioning: X
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